



National Performance Highlights in FY 2004

Fiscal 2004 has been a very successful year for the MBDA staff and funded projects. The Agency exceeded six of its seven national goals. Contributing to this success was the MBDA reorganization that was implemented last June; the leadership of senior managers and project directors; the Strategic Growth Policy; new partnerships and alliances within the minority community; the team concept used to complete work products; the value added from training for staff and project consultants, especially the Tuck Business Seminars that focused on how to pursue market opportunities and how to allocate resources to meet objectives; and finally, the revamped MBDA Portal that reaches the minority communities to provide tools and services.

The Agency delivered **\$1.6 billion** in award transactions for clients, exceeding the national goal of **\$1.2 billion by 134%** with a combined Return on Investment of **\$146** for each federal dollar invested. Despite this success, approximately 10 funded projects fell short of their transaction dollar goals.

Below are some highlights from the **BDC and MBOC Electronic Performance Systems that should be noted:**

- MBDCs and NABDCs assisted **5,214** clients with Management and Technical Assistance (M&TA) and provided over **60,500 hours of M&TA**. This represents an average of **12** hours assistance per client.
- Total Annual Receipts reported by BDC clients was over **\$2.8 billion** with **36,151** employees.
- Firms assisted by BDCs had an average of **13** employees.
- African American clients (**43%**) were the largest ethnic group receiving M&TA assistance from BDCs.
- **Total Clients Assisted** include: BDC clients; MBOC Beneficiaries; Arkansas Roundtable Beneficiaries;
- Registered Phoenix firms receiving at least one opportunity match; clients assisted by MBDA staff; and student clients assisted in the West Virginia Emerging Minority Business Leaders Program (EMBL).
- **MBEs in California, Puerto Rico and Texas** obtained the largest amount in contract and financial dollars.
- Hispanics Americans received the most contract dollars (**39%**). African Americans were second with 32%.
- The average value of a contract obtained for a client was **\$443,066**.
- **Asian Americans, Hasidic Jews and Hispanic Americans** represented the ethnic groups with the most businesses having annual receipts greater than \$1 million.
- The **Federal Government provided** the most dollars in contract awards (**24%**) **with an average contract valued at over \$600,000**.
- Minority firms in the **Construction Industry** received the greatest number of contracts (**30%**) and the most contract dollars (**27%**).
- MBDA **employees received 7,446 hours of training** during the year.

Return on Investment (ROI) for MBDA Programs and Sta
(\$ Millions Rounded)

MBDA Programs	Federal Program Funding	Total Transaction Dollars	Program ROI in FY 2004	Program ROI in FY 2003	Percent Change from FY '03 to FY '04
MBDC/NABDC	\$8.310 M	\$968.0 M	\$117 per \$1 for BDC program	\$95 per \$1	+23%
MBOC	\$1.633 M	\$469.2 M	\$288 per \$1 for MBOC program	\$141 per \$1	+104%
Roundtable Special Project	\$0.175 M	\$43.6 M	\$249 per \$1 for Special Project	\$186 per \$1	+34%
MBDA Staff	\$0.827 M	\$127.7 M	\$154 per \$1 for 10 FTEs	N/A	N/A
Totals	\$10.118 M	\$1,480.8 M	\$146 per \$1 for all programs	\$99 per \$1	+48%

MBE Contract Procurements Obtained by Major Industry

Industry	Number of Awards	Dollars of Contracts
Construction	649 (30%)	\$ 226.6 million (27%)
Services	477 (22%)	\$ 148.9 million (18%)
Manufacturing	248 (12%)	\$ 56.3 million (7%)
Finance, Information, Administration	81	\$ 67.1 million
Wholesale Trade	69	\$ 20.6 million
Retail Trade	68	\$ 5.0 million
Agriculture, Forestry, Fishing and Hunting	15	\$ 8.8 million
Transportation, Warehousing	46	\$ 6.7 million
Awards not Identified by Industry	482 (23%)	\$ 311.8 million (37%)